

**FIG. 1**

200 →

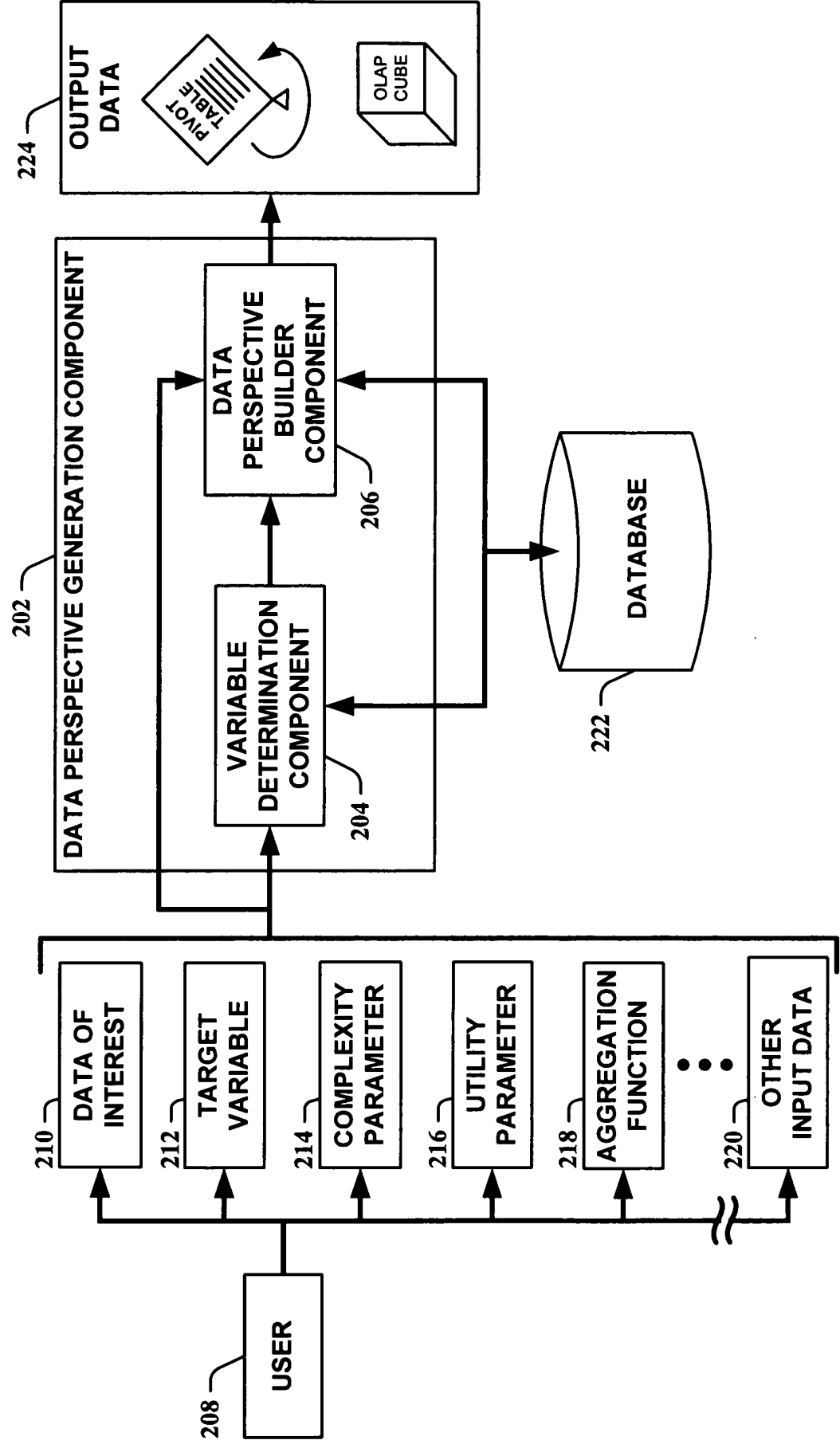


FIG. 2

300 →

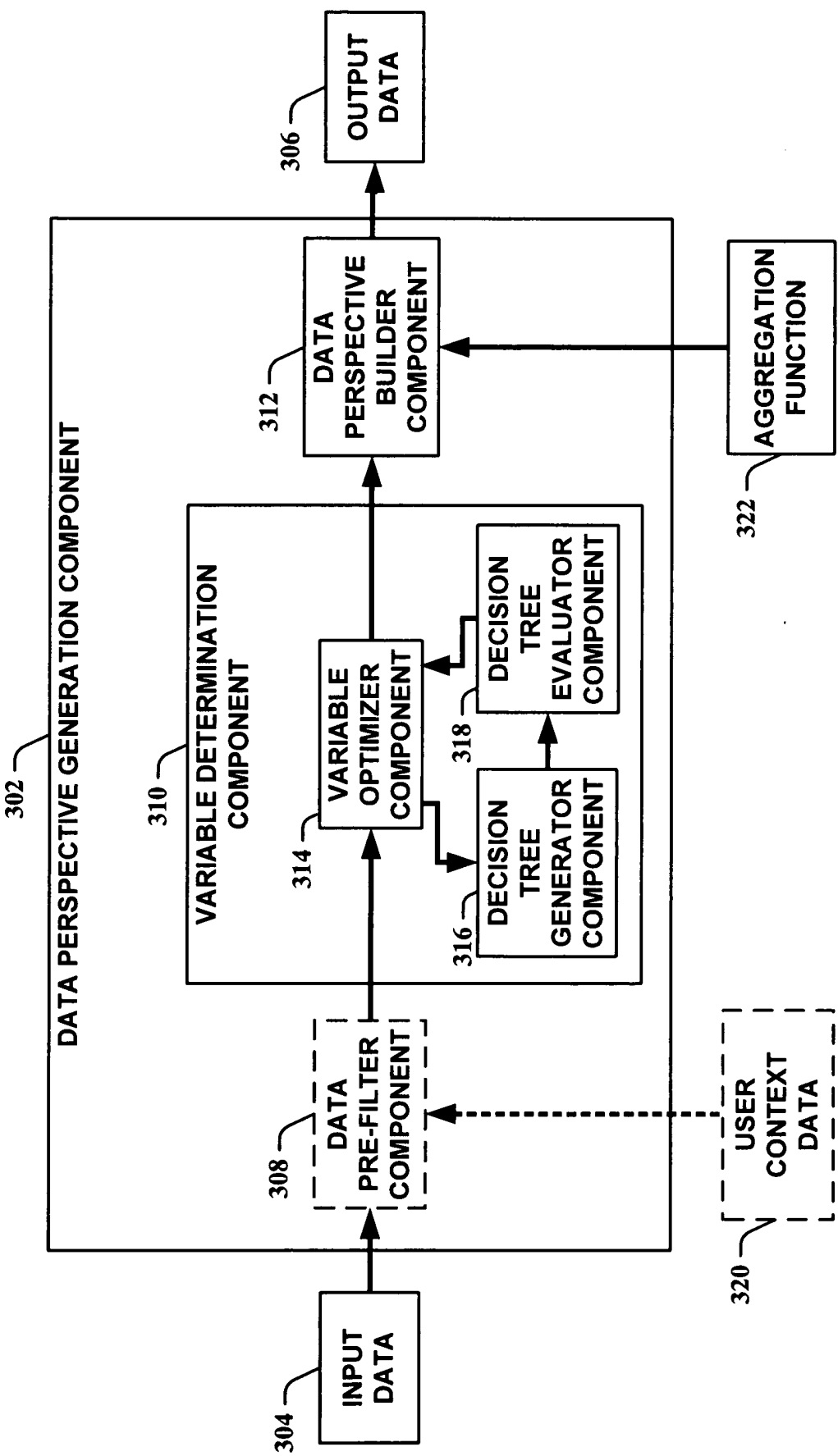


FIG. 3

400 →

| Region | Representative | Month        | Sales       |
|--------|----------------|--------------|-------------|
| North  | Smith          | January-03   | \$ 512.00   |
| North  | Sam            | March-03     | \$ 200.00   |
| North  | Sam            | July-03      | \$ 100.00   |
| North  | Becky          | August-03    | \$ 800.00   |
| West   | Jones          | September-03 | \$ 1,500.00 |
| West   | Noah           | October-03   | \$ 2,000.00 |
| East   | Vin            | April-03     | \$ 200.00   |
| East   | Min            | May-03       | \$ 100.00   |
| East   | Alf            | June-03      | \$ 800.00   |
| South  | Chen           | January-03   | \$ 800.00   |
| South  | Kirk           | February-03  | \$ 1,500.00 |

FIG. 4

| Sum of Sales   | Region |       |       |      |         | Grand Total |
|----------------|--------|-------|-------|------|---------|-------------|
| Representative | East   | North | South | West | (blank) |             |
| Alf            | 3100   |       |       |      |         | 3100        |
| Alice          |        |       | 800   |      |         | 800         |
| Becky          |        | 2800  |       |      |         | 2800        |
| Chen           |        |       | 3900  |      |         | 3900        |
| David          |        |       | 424   |      |         | 424         |
| John           |        |       |       | 1512 |         | 1512        |
| Jones          |        |       |       | 2700 |         | 2700        |
| Kirk           |        |       | 6300  |      |         | 6300        |
| Kurt           |        |       | 3800  |      |         | 3800        |
| Min            | 1800   |       |       |      | 1100    | 2900        |
| Noah           |        |       |       | 2200 |         | 2200        |
| Sally          |        |       |       | 2300 |         | 2300        |
| Sam            |        | 2100  |       |      |         | 2100        |
| Smith          |        | 724   |       |      |         | 724         |
| Vin            | 2812   |       |       |      |         | 2812        |
| (blank)        |        | 100   |       |      |         | 100         |
| Grand Total    | 7712   | 5724  | 15224 | 8712 | 1100    | 38472       |

**FIG. 5**

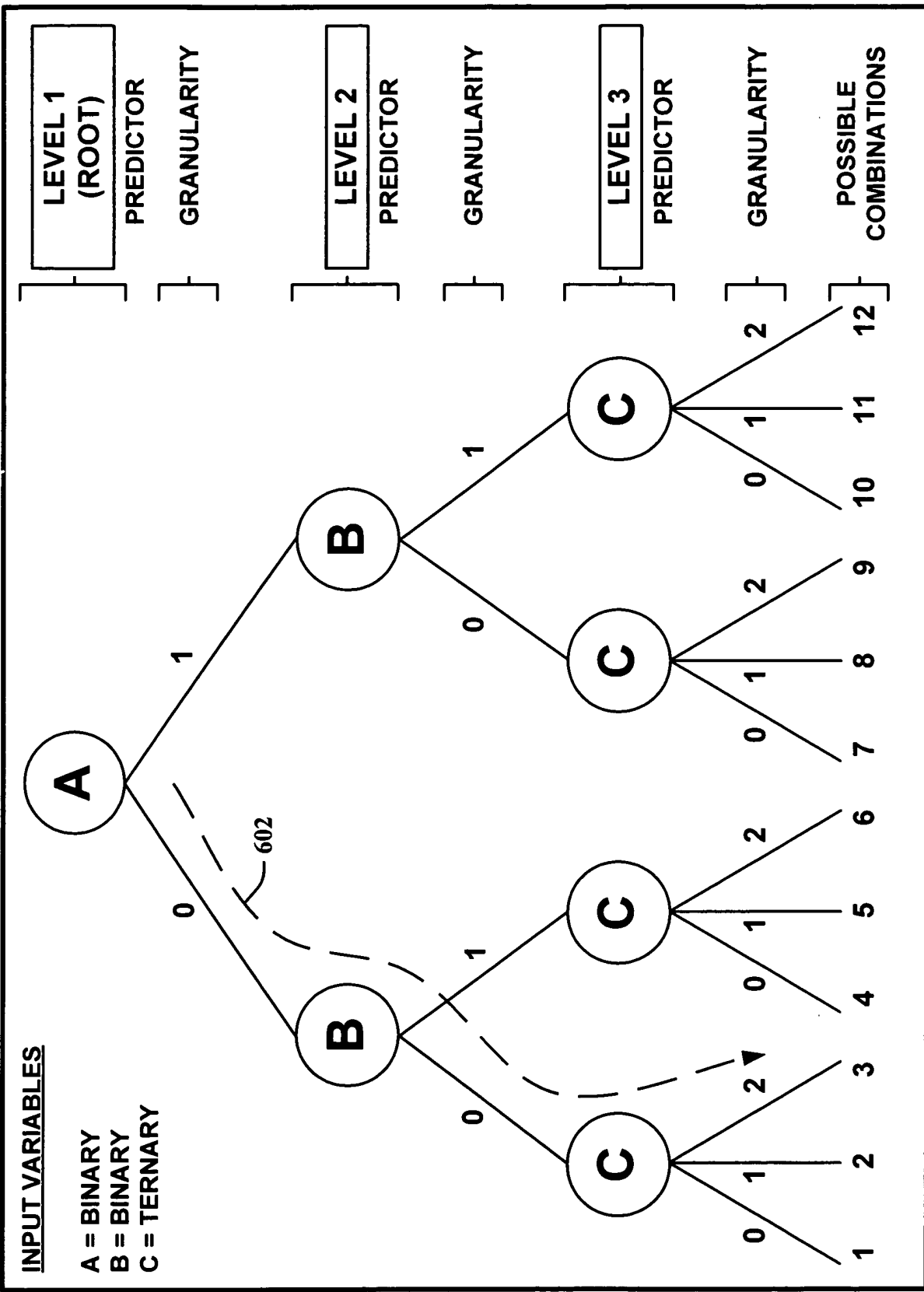


FIG. 6

700 →

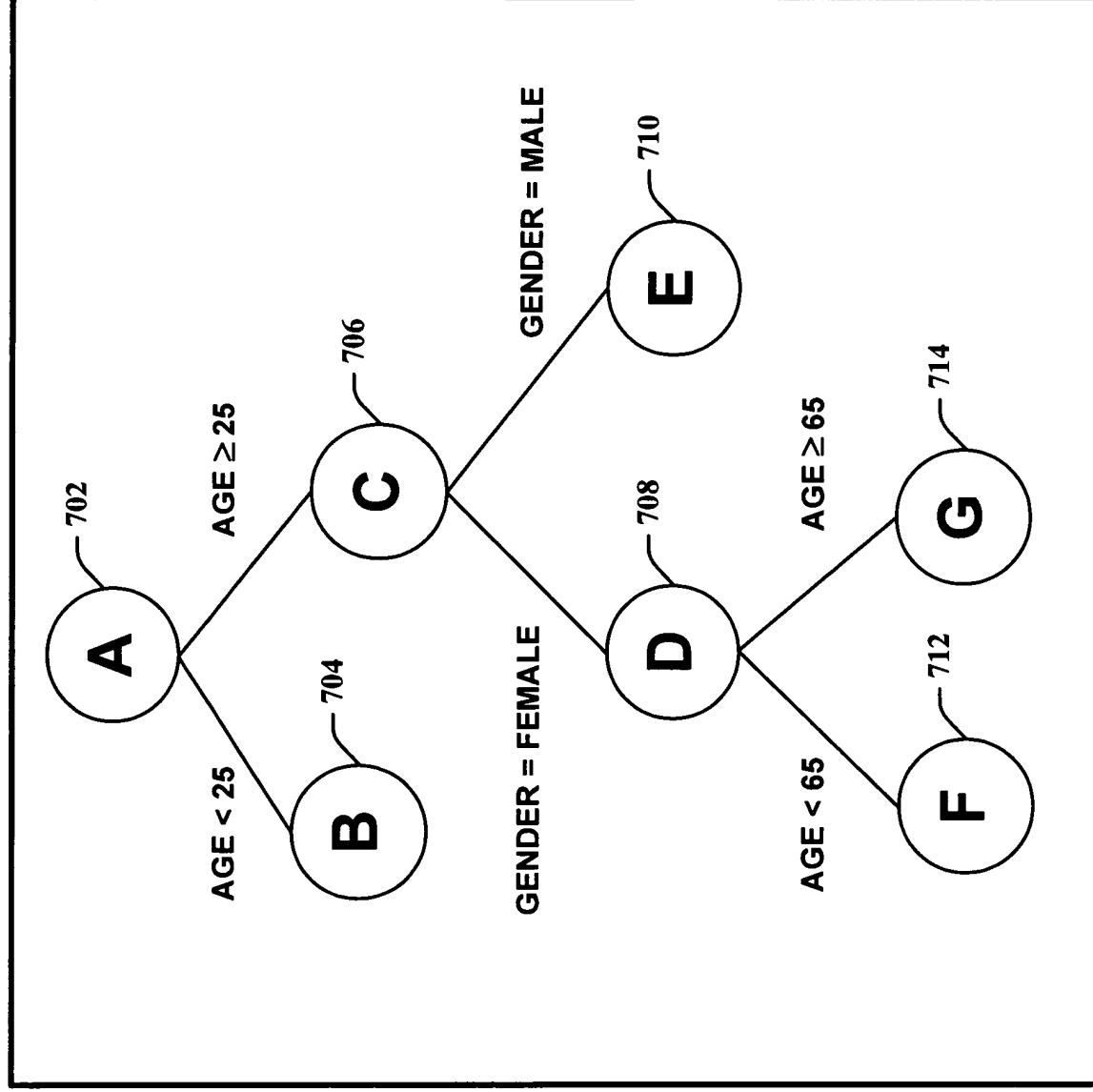
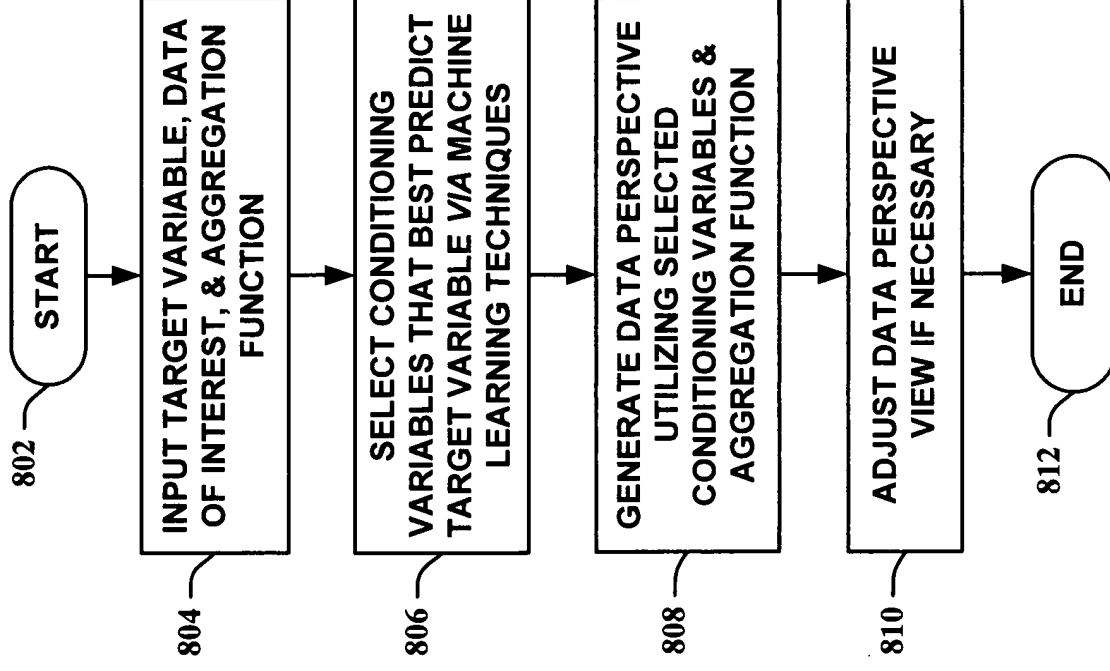
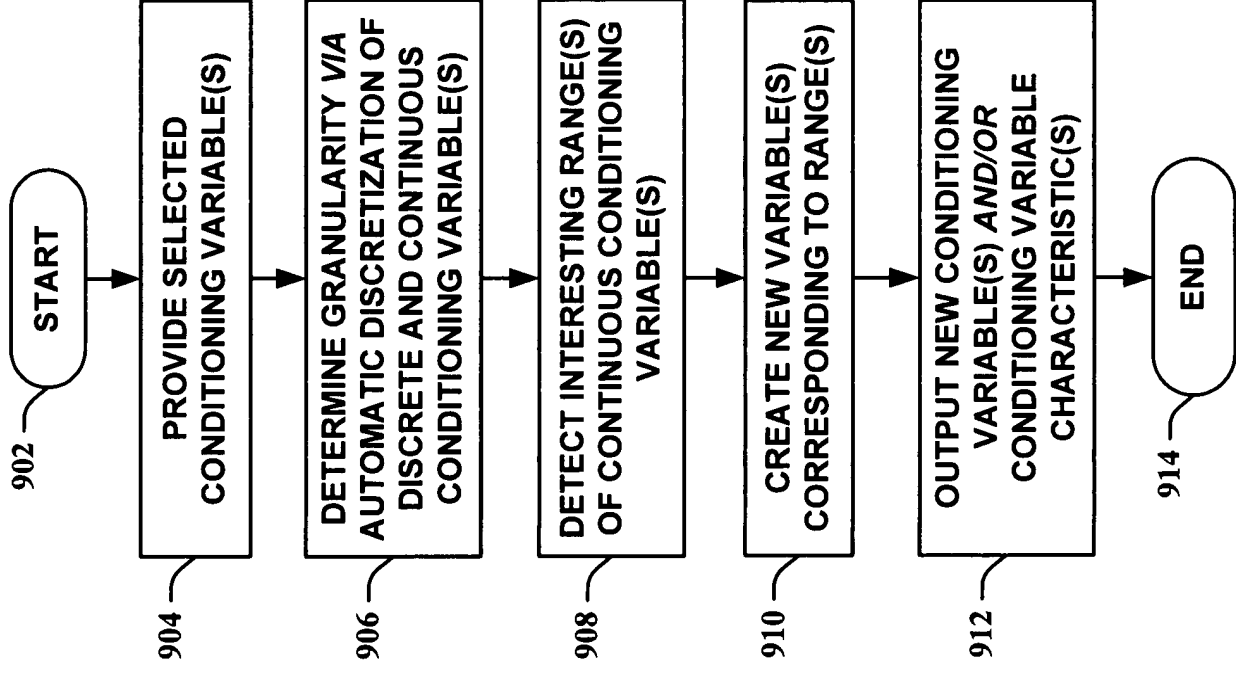


FIG. 7



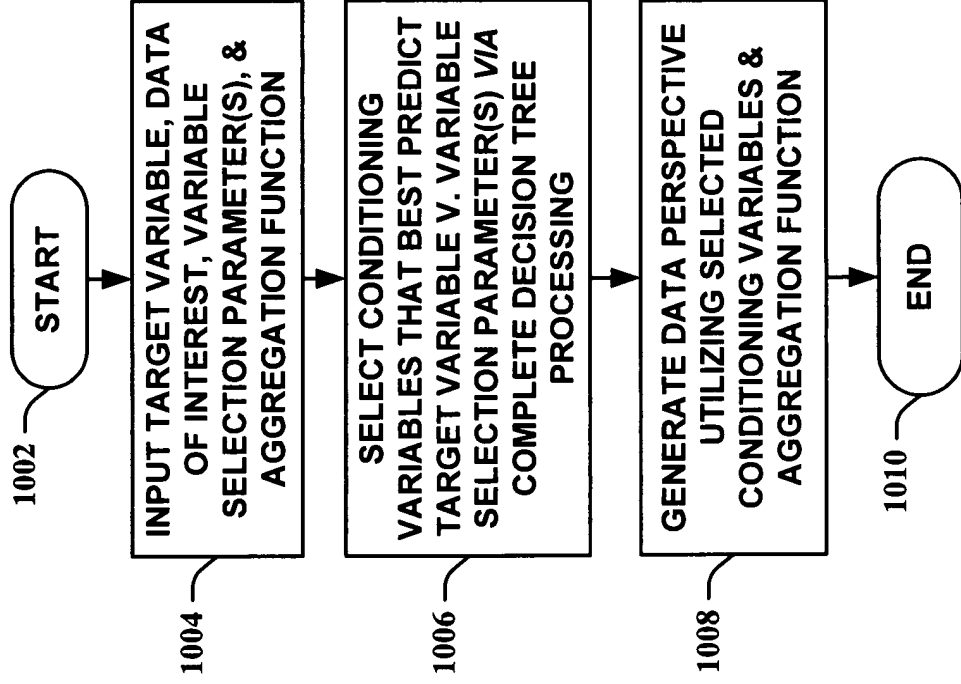
**FIG. 8**





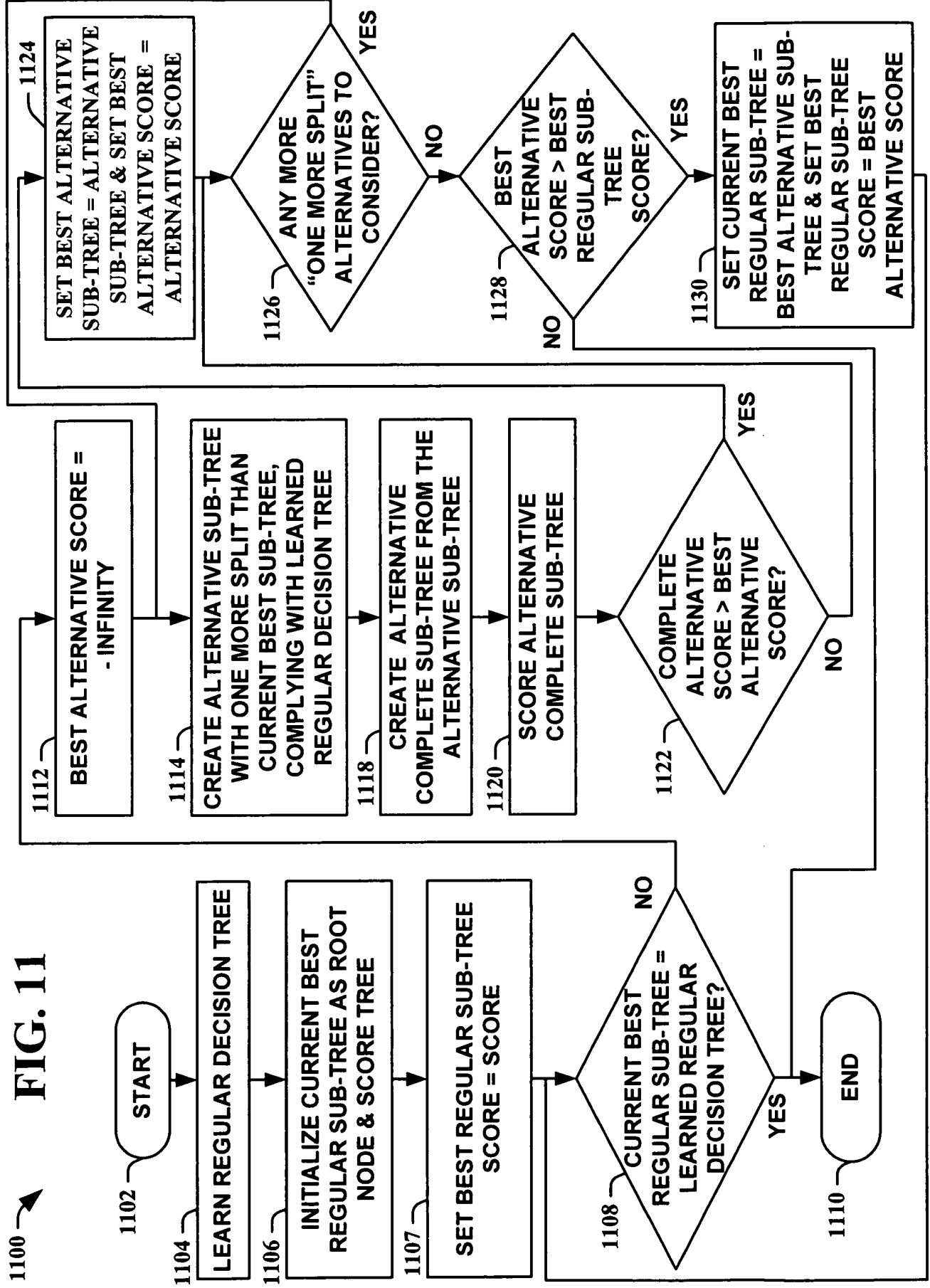
**FIG. 9**

1000 →



**FIG. 10**

1100 → **FIG. 11**



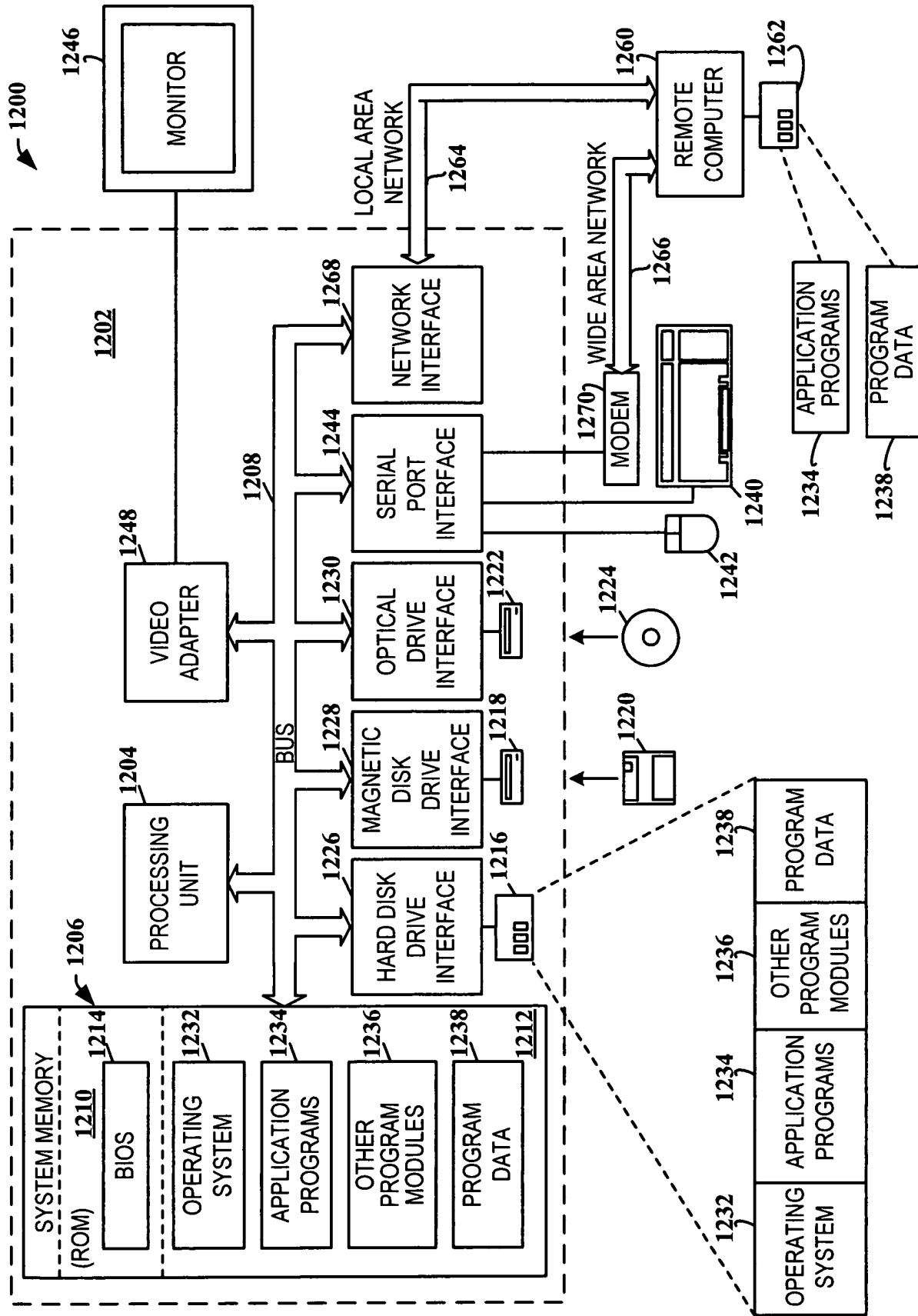


FIG. 12

1300 →

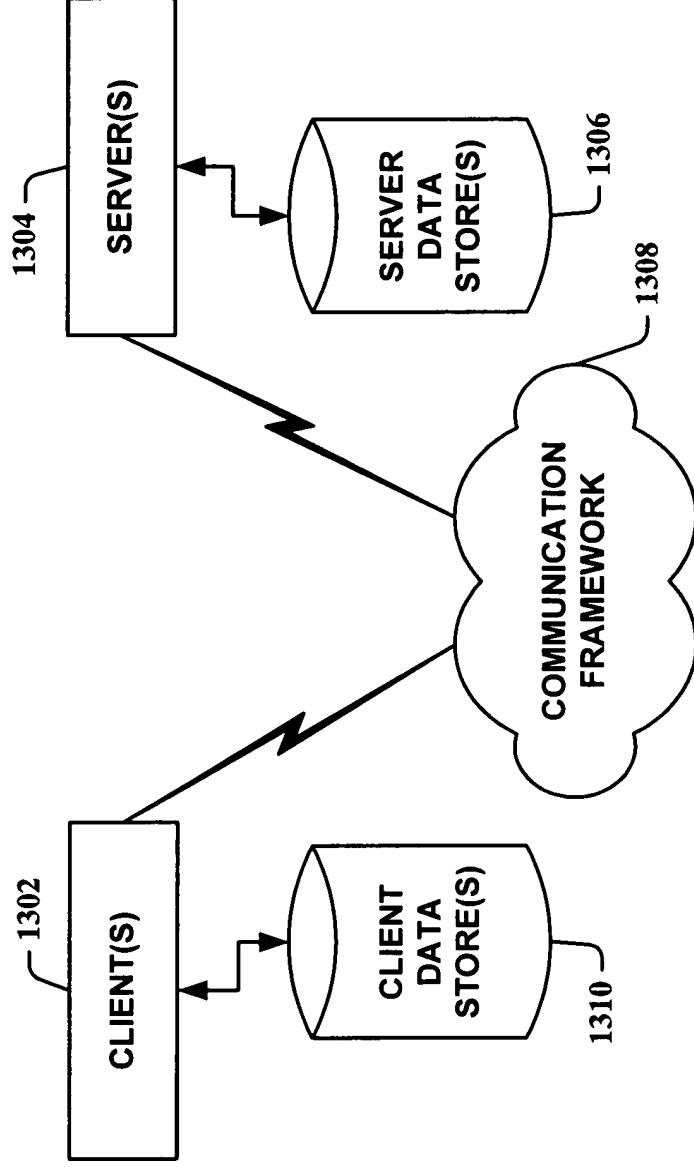


FIG. 13